

## Fujirebio – Account Manager France - Area: Paris, North-West of France

### We are looking for an Account Manager in Paris and in North-West of France

As Account Manager for our IVD products and systems, your role will be to guide your customers towards advanced solutions tailored to their specific needs.

#### Your main responsibilities will be:

- Translate Fujirebio's overall sales strategies into operational plans and objectives for your region.
- Establish, in collaboration with the Sales Manager France/Benelux, sales budgets and implement regional development plans.
- Develop a relationship of trust with customers and identify their problems, challenges or needs and propose appropriate solutions.
- Clearly communicate Fujirebio's mission and vision to stakeholders, present and demonstrate available products and solutions, establish and track quotes, and finalize agreements.
- Ensure a high level of customer satisfaction in cooperation with the Marketing team.
- Obtain and provide market information to help define Fujirebio's sales strategies.
- Participate in conventions, client days and other events to maintain and develop relationships with clients and opinion leaders.
- Document and populate request for proposals, price quotes, contract tracking, and opportunity management in the CRM system (SFDC).
- Place orders, participate in tenders, conduct business cases, and forecast sales volumes in your area.

#### Your Profile

- Holder of a scientific master or bachelor degree with 2 to 3 years of sales experience in an IVD environment, and an in-depth knowledge of the French market.
- Strong communication skills to develop a strong professional network.
- Proven expertise in selling complex solutions, flexible and motivated to cover your region.
- Experience with current immunoassay solutions and understanding of the environments related to these complex sales is desired.
- Knowledge of molecular biology desirable.
- Fluency in French is required with a good knowledge of English.

#### Why join Fujirebio?

- A challenging full-time position with a competitive salary and attractive benefits package.

- An engaging and stimulating work environment where you contribute daily to improving healthcare.
- A role with varied responsibilities, offering the autonomy to shape your position.
- An open and informal company culture that fosters collaboration across scientific, operational, commercial and support teams.
- Ample opportunities to further develop your knowledge, skills and talents within a recognized Great Place to Work.

<https://www.fujirebio.com/en>